

# Comparisons of Job Characteristics

**Focus Occupation:** [Retail Salespersons \(41-2031\)](#)

**Associated Occupation:** [Automotive and Watercraft Service Attendants \(53-6031\)](#)

[Compare Knowledge](#)

[Compare Skills](#)

[Compare Abilities](#)

[Compare Detailed Work Activities](#)

[Compare Tools and Technologies](#)

<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

## Knowledge

Similarity of Focus Occupation to Associated Occupation: 80

**Focus Occupation:** Retail Salespersons (41-2031)

**Associated Occupation:** Automotive and Watercraft Service Attendants (53-6031)

Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation
Customer and Personal Service	11.3	13.3	16.6	>> Current knowledge level is likely more than sufficient
Public Safety and Security	6.9	7.1	5.2	<< Extensive education and/or training may be required
Mechanical	6.8	6.8	3.6	<< Extensive education and/or training may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Skills

Similarity of Focus Occupation to Associated Occupation: 57

**Focus Occupation:** Retail Salespersons (41-2031)

**Associated Occupation:** Automotive and Watercraft Service Attendants (53-6031)

Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation
Operation and Control	5.4	7.8	3.2	<< Extensive development of skills in this area may be required
Repairing	3.4	7.4	1.0	<< Extensive development of skills in this area may be required
Equipment Maintenance	3.5	6.4	1.0	<< Extensive development of skills in this area may be required
Equipment Selection	3.3	5.4	1.3	<< Extensive development of skills in this area may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Abilities

Similarity of Focus Occupation to Associated Occupation: 59

Focus Occupation: Retail Salespersons (41-2031)

Associated Occupation: Automotive and Watercraft Service Attendants (53-6031)

Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Trunk Strength	5.7	9.0	6.8	<<	Extensive improvement in abilities may be required
Extent Flexibility	4.8	8.7	3.9	<<	Extensive improvement in abilities may be required
Stamina	4.0	8.1	4.4	<<	Extensive improvement in abilities may be required
Gross Body Coordination	3.9	7.2	4.1	<<	Extensive improvement in abilities may be required
Wrist-Finger Speed	3.2	5.7	1.0	<<	Extensive improvement in abilities may be required
Spatial Orientation	2.7	5.3	1.0	<<	Extensive improvement in abilities may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Activities that Both Occupations Have in Common

Similarity of Focus Occupation to Associated Occupation: 89

Focus Occupation: Retail Salespersons (41-2031)

Associated Occupation: Automotive and Watercraft Service Attendants (53-6031)

Work Activities	Exclusivity of Activity
Advise clients or customers	19
Answer customer or public inquiries	41
Arrange merchandise display	76
Calculate rates for organization's products or services	77
Clean rooms or work areas	30
Collect deposit or payment	78
Determine specifications	67
Estimate materials or labor requirements	61
Greet customers, guests, visitors, or passengers	63
Inspect products or materials for damage, defects, or shortages	82
Manage inventories or supplies	72
Obtain information from individuals	24
Provide customer service	14
Sell merchandise	65
Stock or organize goods	70
Use cash registers	70
Use computers to enter, access or retrieve data	3
Use industry terms or concepts	89
Use knowledge of metric system	39

Use oral or written communication techniques	1
Use sales techniques	75

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Tools and Technologies that Both Occupations Have in Common

Similarity of Focus  
Occupation to Associated  
Occupation: 64

**Focus Occupation: Retail Salespersons (41-2031)**  
**Associated Occupation: Automotive and Watercraft Service Attendants (53-6031)**

Tools and Technologies	Exclusivity
Business function specific software	1
Calculating machines and accessories	3
Computer data input devices	2
Computers	1
Data management and query software	1
Finance accounting and enterprise resource planning ERP software	2
Forming tools	2
Holding and clamping tools	3
Industry specific software	1
Wrenches and drivers	2

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.